

The New Zealand Beekeepers' Journal.

JULY - - 1914.

ISSUED MONTHLY
FOR
THE NATIONAL BEE-KEEPER'S
ASSOCIATION OF N.Z.

PER ANNUM: 3/6 IN ADVANCE.



STONE, SON & CO., LTD., PRINTERS, DUNEDIN.

National Beekeepers' Association of New Zealand.

The object of the Association is the Improvement of the Beekeeping Industry and furthering the interests and the prosperity of the Beekeepers throughout the Dominion.

Membership is extended to any Beekeeper who is in accord with the aims and objects of the Association, on payment of a small fee.

Read the Report of Conference, and see what the first year's work has done for the Beekeeper. We shall be glad to have you as a member.

DISTRICT ASSOCIATIONS AFFILIATED.

Waikato Beekeepers' Association. Hon. Sec., W. Hooper Teed, Waihou, Thames Valley.

Taranaki Beekeepers' Association. Hon. Sec., H. W. Warcup, Hawera.

Canterbury Beekeepers' Association. Hon. Sec., Miss Mackay, Sockburn.

Pahiatua Beekeepers' Association. Hon. Sec., G. Bentley, Pahiatua.

Southland Beekeepers' Association. Hon. Sec., R. Gibb, West Plains.

EXECUTIVE OF THE NATIONAL BEEKEEPERS' ASSOCIATION OF NEW ZEALAND.

President: Mr. Jas. Allan, "Oakleigh," Wyndham.

Vice-Presidents: Messrs. J. S. Cotterell, Manawaru, Te Aroha; H. W. Gilling, Matapu, Taranaki; S. Hutchinson, Hamilton East; C. A. Jacobsen, Little River; A. Ireland, 24 Andover Street, Merivale, Christchurch.

General Secretary-Treasurer: Mr. R. W. Brickell, P.O. Box 572, Dunedin.

Applications for membership should be made to the Secretaries of the District Associations, or to the General Secretary.

The New Zealand Beekeepers' Journal

The Official Organ of the
National Beekeepers Association of N.Z.

No. 1 DUNEDIN. 3/6 PER ANNUM.

BEEKEEPERS OF THE DOMINION.

IN this our initial number we introduce ourselves to you, because we belong to you. Our object is to advance your interests and to further your prosperity. We ask you to give us your hearty support, and we shall do our utmost to merit the confidence and goodwill which has been promised in generous measure to this venture.

At the Annual Meeting of the National Beekeepers' Association, held at Wellington last month, it was unanimously resolved to undertake the publication of a monthly magazine devoted entirely to the interests of the beekeeping industry. It was felt that the time was ripe for such an undertaking. The value of a periodical devoted entirely to the interests of a particular class is generally recognised, not only in other countries, but in our own Dominion. Here the medical profession, the dental profession, the school teachers, the Civil Service, the railway men, the farmers, the poultry men and other classes all have their own particular journals, and find in them sources of strength, profit, information and inspiration. Following, therefore, up on the well-tested experience of others, the National Beekeepers' Association has undertaken the issue of the "New Zealand Beekeepers' Journal." It is not published for the purpose of making money, nor for furthering the interests of any private individual, but purely to serve the beekeepers of New Zealand, of whom it will be distinctly and exclusively representative.

Our aim will be to produce a practical, common-sense journal, in which our readers will be supplied with the best that we can secure. Leading apiarists will relate their experiences from time to time, original articles disclosing improvements and new ideas will be forthcoming, while market reports, both local and foreign, gleanings from afar, correspondence, and even the advertisements will keep our readers posted up in all that is going on in the beekeeping world.

The work of the National Association is directed towards the organisation, conservation and advancement of the industry with which we are identified. What has been done so far has not been a great deal, but it has been sufficient to demonstrate what can be done by national effort. At last month's conference Mr. Sinton Hutchinson, who owns the most extensive apiaries in New Zealand, said that he regarded the ten per cent. advance in the price of honey which had taken place during the last twelve months as the direct result of organisation among the beekeepers, and the total value of this advance, based on the figures quoted by the Hon. R. H. Rhodes, represented a sum of £5,000 additional in the pockets of the beekeepers of the Dominion.

The outlook for the industry is assuredly most encouraging. The business is being placed upon a sound commercial footing, and in place of the producer having to approach the buyer cap in hand, the day is not far distant when the position will be reversed, and the beekeeper takes his proper place with the grower of mutton, beef, wool and dairy produce, &c.

It has been amply proved that New Zealand produces honey which takes front rank in the London market, but until more complete organisation is secured the answer to the query, "Who gets the money?" is still likely to be somewhat unsatisfactory.

The general feeling at the Conference was that an era of prosperity has dawned for the honey producer, and to make the most of it beekeepers must be in close touch with one another. That will be the work of this journal, to be a live active medium for inter-communication between the apiarists of the Dominion.

Of course, we shall in a measure have to feel our way; but, fortified with the good wishes and support of very many friends, we shall strive to make "Our Paper" one that the New Zealand beekeepers will be proud to call their own. Our watchword will be "Progressiveness," and this word has been defined for us by President Wilson thus, "Progressiveness means not standing still when everything else is moving." In these days old methods, out-of-date procedure and antiquated ideas spell failure. The splendid enthusiastic meeting of representative beekeepers held last month proved conclusively that those present and their fellow-workers had no idea of being "left behind," and the publication of this journal is ample proof that the movement towards prosperity already inaugurated will be carried on persistently with determination and due caution. We ask your help for the journal in every way: try and get new subscribers; the subscription is a mere trifle; send us your ideas on any aspect of the industry, producing or commercial. When you want to buy or sell, advertise with us, and please remember that we are here to serve YOU, and consequently our success as a monthly periodical will depend in large measure upon your enthusiastic and hearty support. Your wants will be our constant consideration and your prosperity our crowning reward.

THE EDITOR.

Secretaries of District Associations are invited to send in reports of their meetings for publication

SUBSCRIPTIONS.

Subscriptions received during the month will be acknowledged under this head.

Mr. Jas. Allan, Wyndham; Mr. E. G. Ward, Christchurch; Mr. Robt. Gibb, West Plains; Miss Shepherd, Christchurch.

***EDITOR'S NOTE.**—A large amount of interesting matter has come to hand, but has been held over for want of space.*

Good Things from Everywhere.

"In the Multitude of Councillors there is Wisdom."

Miss M. Shepherd advises that she has just landed from Root's another of their special select breeding queens. This makes the third queen this progressive breeder has been successful in landing since the end of last season. Large importations of high-grade queens will be of immense value to the beekeepers of the Dominion.

The sides and ends of dovetailed storeys should be dipped in linseed oil for a few seconds before the storey is nailed up. The oil soaking into the wood preserves the joint, in addition to lessening the labour and the risk of splitting.

Apiary Sites.—The following sites have been recommended by the Apiaries Division as being suitable land for apiaries in lands recently cut up by the Lands Department. Full particulars may be obtained from any Government Office. Three sites Waimarino Block, one each Waipaore, Heatherlea and Branchpeth, two each in Waipawa and Hillesden Block.

The President's Appeal.

Sir,—With your kind permission I should like, in the first issue of our journal, to say a word or two to the beekeepers of the Dominion. As President of the National, and having in mind the difficulties under which the Executive had to carry on its work during last year, I felt when the starting of a journal was mooted that it would help us in many ways. The time is ripe for it. Our greatest difficulty in attaining that unity which is always strength is the way in which we are scattered all over the country, often in very isolated situations, and without any means of getting in touch with each other. This difficulty should now be overcome, and our journal prove a bond of union amongst the beekeepers of the Dominion. It will be very helpful to the secretary of the National as a means of keeping District Associations, as well as individual beekeepers, in touch with the work the National is doing. It will also be an assistance to district secretaries in their work.

I would bespeak for our journal that we should emulate the example set us by similar journals in older countries in cultivating a feeling of friendliness amongst beekeepers. It may fairly be said that no person becomes a beekeeper without falling in love with his bees. It is a fascinating employment, creating a deep and abiding interest in itself. Let us seek to enhance that interest by adding that of a friendly interest in each other right throughout the land.

All that is required to ensure the success of the journal is loyalty on the part of the beekeepers. The subscription is a trifle. Surely if for 3/6 a year we can get a monthly summary of all that is interesting in connection with our craft, we cannot afford to do without it.

I know that with the Conference report on hand your space will be sorely taxed, so I will say no more just now.—

I am, etc., JAMES ALLAN.

REPORTS.

The seventh annual meeting of the Canterbury Beekeepers' Association was held in the Trades Hall, Gloucester Street, Christchurch, on July 7th, Mr. E. G. Ward (President) in the chair. There was a good attendance, and much interest taken in the proceedings.

Mr. T. W. Kirk (Director of Orchards, &c.) wrote drawing attention to the forthcoming Grocers' Exhibition in London, October 20th to 23rd, and asking for entries in honey classes for colonial producers able to supply five-ton lots.—It was resolved to commend the matter to individual members.

The membership of the Association is now 105.

The delegates who attended the Conference in June presented their report of the proceedings. Keen interest was shown, and the report adopted.

The President read the amended constitution of the National. He pointed out that the constitution would now permit of this Association joining the National on equitable terms. He earnestly urged the meeting to adopt the constitution and become a District Branch.

Mr. C. A. Jacobsen and Mr. A. Ireland followed on the same lines, and on being put to the vote it was unanimously resolved to become a District Branch.

The annual report congratulated the Association on a very successful year. A considerable saving on cases for honey export had been made to members through the Association buying these in large numbers. A most enjoyable day had been spent in February at the annual field at Mr. Jacobsen's apiary, Little River, and satisfaction expressed at the financial standing. The balance sheet showed a credit balance of about £6. On the President's motion the report and balance sheet were adopted.

The co-operative movement inaugurated by the Taranaki Association was discussed and details explained by the Conference delegates. Share application forms were distributed, and keen interest was aroused. A meeting will be held shortly, and it is probable if details are mutually agreeable to the Waikato, Canterbury, and Taranaki Associations that a branch of the N.Z. Co-operative Honey Producers' Association will be formed in Christchurch. About seventy tons of honey have been exported from Canterbury this season, so it will be seen that the business is worthy of consideration, as the season has been below the average.

Much interest was also aroused in connection with the publication of a bee journal. Everyone in the room promised to support it, and there seems no doubt that it will be a success from the start.

The following officers were elected:—President, Mr. E. G. Ward; Vice-presidents, Messrs. W. A. Sillifant, C. A. Jacobsen, A. Ireland, W. J. Mulholland, A. Johnstone; Secretary, Miss J. Mackay; Treasurer, Mr. R. N. Gidley; Librarian, Miss Hayton; Auditor, Mr. W. W. Yeoman; Reporter, Mr. E. G. Ward; Committee—Mrs. Ward, Miss Shepherd, and Mr. H. Johnstone.

NATIONAL BEEKEEPERS' ASSOCIATION OF NEW ZEALAND.

ANNUAL CONFERENCE, 1914.

The annual Conference of the New Zealand National Beekeepers' Association opened in the Esperanto Hall, Wellington, on June 17, 1914, Mr. Jas. Allen (President) in the chair. Other delegates present were:—Messrs. J. S. Cotterell (Vice-President), R. W. Brickell (secretary), F. C. Baines, Allan Bates, W. E. Barker, J. Irving, W. A. Elliott, J. Hobbs, Geo. Ward, Isaac Hopkins, E. J. Pink, A. Askew, Sinton Hutchinson, C. A. Jacobsen, A. Ireland, C. E. Grainger, W. B. Bray, C. J. Clayton, G. Edwards, H. Mannix, G. Flanagan, Arthur Low, Hooper Teed, H. W. Gilling, J. A. Moreland, A. L. Feist, L. Bowman, E. A. Earp, G. Nicholls, W. Parrant, G. V. Westbrooke, A. Phillips, C. H. Young, R. Walker, H. Bryans, W. Bryans, W. Waters, W. Nelson, W. L. Bird, E. G. Ward, J. H. Todd, R. Bath, E. H. Penney, G. Butt, J. Grindley, Mesdames Palmer and Elliott, Misses Perry, Meek, and Hammond.

Mr. T. W. Kirk (Director of Orchards and Apiaries Division of the Department of Agriculture) also attended.

OPENING PROCEEDINGS.

SPEECH BY THE HON. R. HEATON RHODES.

The Hon. R. Heaton Rhodes, when he arrived to formally open the Conference, was welcomed by the President.

In his speech, the Minister said:—

"Mr. President, Ladies and Gentlemen,—This is the second occasion on which it has been my pleasant duty to open the Conference of beekeepers in Wellington, to offer you a welcome to Wellington, and to express a wish from my colleagues that this Conference may be again fruitful of good to the Beekeepers' Association. On the last occasion you will remember that I had to convey Mr. Massey's regrets that he was unable to be present. I forget the duty that called him away on that occasion. On this occasion he has been called to Palmerston North to open the Winter Show.

During the year it has been very pleasant to note the cordial relations that have existed between your Association and the Department. Your Association has from time to time made most valuable suggestions with regard to regulations and legislation necessary for dealing with the beekeeping industry. As the outcome of your Conference last year the Apiaries Amendment Act was passed by Parliament. It was, as you know, a session that was crowded with much business—there were little things that hung up business from time to time—(Laughter)—there were certain delays that prevented our dealing as quickly as we wished with legislation. However,

in spite of the crowded legislation, Mr. Massey was able to find time to provide for the Apiaries Bill.—("Hear, hear.") That Act contains most of the suggestions advanced by your Conference. It provides for regulations being gazetted dealing with the prevention of disease and control of disease, the registration of apiaries, and particularly the grading of your export honey. The regulations dealing with the export of honey have not yet been gazetted, but they are in course of preparation, and I hope, in accordance with the Act, we shall be able to lay them on the table of the House within fourteen days of the commencement of the session. In spite of there being no compulsory regulations, a voluntary system of grading is in existence, and that voluntary system has been accepted, so I am told, by the beekeepers throughout the Dominion. The value of grading is evident to all when you look back to the time before grading was the practice here and the price you obtained then in the Home market. That price, I am told, was 37/6 per cwt. Under the grading in practice you obtain for your honey 45/- per cwt., and up to 50/- has been obtained. This, to my mind, marks at once the benefit of grading to the export industry.

"Your prospects for the year are good, and these figures may be of interest to you as showing the advance that has been made in the export trade. The export of honey for the year ended March 31, 1913, was 586 cwt., valued at £1,182. For the nine months ended December 31, 1913, the export was 1,690 cwt., valued at £3,293. The figures for the March quarter are not yet available, but of course they will go to swell the amount which I have just given. It will be of interest to you to know that since April 1, 1913, 1,200 cwt. had been graded by the Government graders, and a further increase is looked for by March 31 next year. It was interesting to note that the estimated value of honey produced in the Dominion this year is just over £50,000. One result of grading, I am told, has been to steady the local market. There has been no glut, and generally better prices for honey have ruled in the local markets. Your honey, owing to the advice given by the instructors being followed, has been better packed, and has generally been placed on the market in a very much better condition. One interesting fact that has been brought under my notice is the establishment in Taranaki of a co-operative company. Those of you who are interested in dairying, as I expect some of you are, know what co-operation has been to the dairy industry in this country. You know the value of a good, well-known brand to that industry. So it must follow that with honey, when a well established brand is marked and known, it will be recognised and command a price at once. I am told that Canterbury also is following on the same lines and establishing a co-operative honey producers' association. I congratulate those who are working on these lines, because I am quite certain that it will benefit the industry. I am glad to know, too, that beekeepers generally appreciate the regulations under the Sale of Food and Drugs Act.—("Hear, hear.") You recognise that it is to your benefit as well as to the benefit of the public that there should be no adulteration of

the honey placed on the market.—("Hear, hear.") Of course, that comes under my control as Minister of Public Health, and I am very pleased to know that I may be able in some small way to help your industry.

"The Government instructors report that the industry is steadily growing, that people now realise there is a steady means of livelihood in it, that there is a fair market here, and oversea markets which will be valuable when they are more fully developed, and that the industry generally is capable of considerable development. We recognise that it is our duty to assist you by passing such legislation as you may suggest to us—of course, after mature consideration by our experts—and by issuing further regulations if they should be necessary. I can assure you of Mr. Massey's goodwill towards you, and generally of the goodwill of the whole of my colleagues. I can only again wish you a fruitful conference, and, should you deem it necessary that there should be further legislation—well, I am not sure that we can promise you any this session. It is the last session of the Parliament, and we may have a briefer time to pass our legislation than we had last session. At any rate, I am quite sure that any suggestion you may place before Mr. Massey will receive favourable consideration."—(Applause.)

The Minister then formally declared the Conference open.

The President thanked Mr. Rhodes for opening the Conference and for what the Government had done for the industry in past years "We fully recognise," he said, "that they have our interests at heart, not only beekeeping, but fruit culture (which is allied to it), and general agricultural interests. We feel perfectly safe in approaching them with our wishes, knowing that they will get the fullest consideration."

The Minister then took his leave.

THE PRESIDENT'S OPENING ADDRESS.

A PLEA FOR UNITY.

The President said that there were a few words he wished to say before the Conference proceeded to further business. "Looking over the past year," he remarked, "we started away from our Conference in great hope, and although we have had a wonderfully good year, still I have a feeling that it might have been somewhat better. We expected to meet you again at the beginning of this year with at least double the number of members that we have got now, but difficulties cropped up—difficulties that we did not anticipate—and as a consequence of these difficulties some of our District Associations were not able to join hands. Now, I just want to say my few words for one purpose, and that is that we as beekeepers in this Dominion, if we want to be united, must for the future make up our minds that when we have a personal or district difficulty we are going to sink it all for the good of union. I want to give you just a wee bit of past history. I am pleased that my old friend Mr. Hopkins is sitting in front of me, because he will recognise the truth of what I am going to say. When the battle was being fought for the Apiaries

Act, Southland formed a District Association, the first Association of the kind, and do you know I think it gave Mr. Hopkins the push that got us the Apiaries Act! Isn't that so, Mr. Hopkins?

Mr. Hopkins: "Your Association helped, but, by heavens! I was pushed long before that—by the box-hive man."

Mr. Allan: "Seven or eight months ago an amendment to the Apiaries Act was in some danger owing to those little difficulties that Mr. Rhodes told us about. Just at the right time the secretary gave it a push, and it was the National Association behind his back that got us our amendment this year. I am just giving you these facts to show the advantage of union: it spells something every time, and helps us every time. I must take you back a bit further—I don't know how many years ago, Mr. Ward can tell you—there was an abundant amount of common-sense in Canterbury——"

Mr. Ward: "There is a little left now."

Mr. Allan: "As a result of that common-sense the National was established and set going, and somehow last year they lost it."

Mr. Ward: "Rub it in!"

Mr. Allan: "But do you know the National was very nearly wrecked. I believe that we were in a pretty severe difficulty for some time. Our secretary-treasurer here, he is a great man for push. He wrote me—I think I had better not tell. Well now, up in Auckland somewhere we have Waikato—(Laughter.) They have got push up there, and they have got organisation. They have got Mr. Cotterell and Mr. Teed, and I believe the three of them have averted a wreck, and got us out into the middle of the ocean again and going all right, with Canterbury installed as pilot of the organisation. You see where I am as far as the boat is concerned. I am going to sink everything I have got in order that we may keep her afloat and all on board."—(Applause.)

The minutes of previous Conference were taken as read.

At the request of the President, the Secretary read portions of the minutes affecting the business of the meeting, and said letters asking for information had been sent to the Colorado Honey Producers' Association and the Western Australian Honey Producers' Association, but that no information had been obtained.

As instructed, he had approached the organisers of the Farmers' Co-operative Organisation Society, with the result that this body had acted as this Association's export house for the present season.

The Secretary stated that the Executive had been instructed by the 1913 Conference to formulate a co-operative scheme and report in six months. The Executive met in Christchurch in November, but did not feel justified in recommending any scheme at that time, and the matter lapsed.

MEMBERSHIP AND VOTING POWERS.

A question was raised as to the standing of members and non-members. The President ruled that all beekeepers were invited to attend and take part in the procedings of the Conference.

REPORT FOR YEAR ENDING MAY 31st, 1914.

The President moved the adoption of the report and balance sheet, as follows:—

Your Executive have pleasure in submitting their first Annual Report since the reconstruction of the constitution at the Conference held last June. Owing to the smallness of our funds and the difficulty of standardising honey, your Executive so far have not been able to carry out any work in connection with the advertising of honey in the local markets. We trust, however, that this will be undertaken during the coming year.

Export.—An arrangement was made very early in the year with the Farmers' Co-operative Society whereby every beekeeper in the Dominion could export his honey on particularly advantageous terms. The arrangement has been taken advantage of by a large number of beekeepers. It is to be desired that every member of this Association will use his endeavour to induce every beekeeper to export through this firm in the following years. It is only by concentrating our exports that we can eliminate competition and get good returns.

Legislation.—Early in the year the Executive asked the Minister of Lands, through the Agricultural Department, to consider the advisability of reserving ten-acre blocks at about three-mile centres as apiary sites on all suitable lands which are cut up from time to time. The Minister approved of the suggestion, and the apiary sites are now being reserved as opportunity offers.

Apiaries Act.—It is particularly gratifying to be able to report that the very important amendments which were approved of at Conference are now law.

Pure Foods Act.—The regulations under this Act are very stringent, and in more than one instance are so unreasonable that they cannot be enforced. Conference no doubt will have something to say on these matters.

During the latter part of the year Mr. Robt. Gibb resigned his position on the Executive, and Mr. C. A. Jacobsen (Canterbury) was appointed to fill the vacancy.

Our membership now stands at 256, and as the organisation and its work become known, it is anticipated that this number will be at least doubled during the coming year.

The past year's work has been uphill and difficult, as all initial labour is in the building up of a new organisation. However, beekeepers all over the Dominion are beginning to see the advantages which will accrue from combined and united action. Your Executive anticipate that the incoming year will witness the establishment of this organisation on a broad and solid basis. Prospects are good and the future bright. All that is needed now is to obtain the thorough and hearty co-operation of every beekeeper in the Dominion.

BALANCE SHEET.

Receipts.	£ s. d.	Expenditure.	£ s. d.
Cash in hand, 1913 ...	2 0 10	Expenses of Conference 1913	10 18 4
Government Grant	10 0 0	Vote Hon. Sec. 1913 ...	12 12 9
Subscriptions	69 10 9	Postages, Telegrams ...	5 18 0
		Stationery, Advt., Etc. ...	9 13 7
		Ex. Executive Meeting ...	12 15 0
		Duplicator	2 17 6
		Report 1913	14 0 0
		Sec's. Salary (6 months) ...	12 10 0
		Cash in hand ...	0 6 5
	£81 11 7		£81 11 7

Audited and found correct,

FRED. C. BAINES, *Auditor*.

Liabilities about £20.

In moving the adoption of the report, the President said that the Executive had worked under great difficulties from being so far apart. The report showed a considerable amount of work had been accomplished.

Mr. A. Ireland seconded the motion.

AN EXECUTIVE MEETING.

A question was asked about the expenses incurred by the Executive in holding a meeting at Christchurch.

Mr. Jacobsen expressed warm appreciation of the industry and energy shown by the Executive on this occasion.

Mr. Cotterell said that one meeting during the year was necessary. At the meeting it was arranged that one agent should handle the export honey. It was also arranged that an advance of 3d. per lb. might be obtained on the grade certificate.

The report and balance sheet were adopted as read.

THE CONSTITUTION DISCUSSED.

The President said that it would be wise to discuss the difficulties that arose out of the present constitution without bringing a motion before the Conference. Afterwards they could meet in committee and make necessary amendments. This plan would give members time to think the matter over and decide what was for the best. For his own part, he considered that the only possible way in which the bee-keepers of the Dominion could speak with one voice was through a National Association. No local association—no matter how well organised and conducted—would serve the purpose. Such an association was confined to a small area. When beekeepers spoke to the Department with one voice, through a National Association, with regard to their needs, it was easier for the Department to understand them. Again, there was far more hope of satisfactory results if exports were sent out through one channel than if Canterbury sent its honey through one company, Dunedin through another, and so on. As to the local markets, they had a good many wants that they were going to pester the Department about. He was afraid Mr. Kirk would be tired of them before they were done.

Mr. Kirk: I am pretty thick in the hide.

Mr. Allan: "United we stand, divided we fall." They had been working on three-quarters of the fees of the members of the District Associations. Now proposals were coming in to cut this down considerably. They would have to give the National Association the money that was required to do what it was expected to do.

Mr. F. C. Baines said the South Taranaki Beekeepers' Association, which had joined the National, was going on exactly as before. We find, like other local Associations, that the amount refunded by the National, is barely sufficient to maintain the local Association.

Mr. Hooper Teed said that perhaps Canterbury would compromise and agree to pay one-third of the fees to the National. He was quite sure that one-half of the fees would not cover the whole of the Waikato expenditure.

Mr. Moreland (Marlborough) said that the members of his Association found a local market for most of their honey. The district was isolated, and any attempt to develop the export trade was blocked by the heavy freight of 17/6 per ton across Cook Strait. This virtually crippled the export of produce from Marlborough. His idea was that the National Association should be composed of local Associations, and that the amount required to finance the National should be levied pro rata on the local Associations in accordance with their membership.

The President: That is the most liberal offer we have had yet.

Mr. E. G. Ward, President of the Canterbury Beekeepers' Association, said he had been secretary of the old Federation, and carried on its business for twelve months on six or seven pounds. They landed up in debt, but laid the foundation for the present National Association. It is money that makes the mill go. The Canterbury Association wanted to know what it was going to get for its money. During the last twelve months the Canterbury Association's membership had risen from fifty to something over one hundred members. When they joined the National their contribution would amount to something like £12 at 25 per cent. of the fees.

Mr. W. E. Barker (Peel Forest) said that he had had an experience which showed the practical value of the National. Having lately exported some honey, he had obtained an advance of 3d. a pound on it within three weeks. That was very nice, and a great improvement on the old order of things.

The Secretary (Mr. Brickell) said the whole point seemed to him to be one of finance. When members gave money to the Executive, they must say what they wanted the Executive to do with it. If they did not want much done, then the Executive did not want much money. "If you give us 25 per cent. of the fees," said Mr. Brickell, "you will get value, and if you give us 75 per cent. of the fees you will get value." He went on to state that in his opinion the work before them fell naturally into two classes. The work of the District Associa-

tions was purely local in character. The National Association had work to do which was of Dominion scope and which was common to them all. For instance, the various Associations had under consideration the question of showing honey exhibits at the San Francisco-Panama Exposition and other exhibitions in London. It was unfair that the producer of a five-ton parcel of honey should be expected to bear the cost of sending a display to London, and it was in every way preferable that the cost should be borne by the National Association, because the whole of its members would benefit as a result of the advertisement.

Mr. Penney (South Taranaki) said that he thought Canterbury beekeepers were looking at the matter from an entirely wrong point of view. Mr. Ward had said that the National did not show a substantial return for the amount it had received, but he (Mr. Penney) thought that the better way in the long run would be to support the National body, put good representatives on the National Executive, see that the money was spent to the best advantage; if they carried on the District Associations in their own way, by having a sliding scale, they would still have sufficient to carry on the New Zealand Association. Under a sliding scale in Taranaki most of the beekeepers would be giving £1 or more instead of 5/- to the old Association, and still be able to carry on its work.

CANTERBURY'S ATTITUDE.

Mr. Jacobsen said that there would be no difficulty about Canterbury joining the National, provided they joined under the same terms as in the old Federation, and the machinery of organisation was entirely altered. The National Beekeepers' Association was a new organisation, and the position of the Canterbury Association would be altered entirely if it joined. Hitherto the Canterbury Association had been a local body, controlling its own affairs entirely, but at the same time contributing to the Federation. Now all local bodies had to work in accordance with the constitution of the National. If Canterbury had fallen in with this constitution, the Canterbury Beekeepers' Association would not have been in existence to-day; but, through the efforts of its officers, the Canterbury Association was in a far stronger position to-day than it was a year ago. It had been preserved for the purposes of the National Association. If the constitution could be amended in such a way that the local Associations would remain separate, independent bodies, Canterbury was prepared to join.

Mr. Clayton said that, as one of the earliest members of the Canterbury Association, he was one of the believers in amalgamation. At this juncture he thought it would be best to take the rules one by one and revise them.

THE WAIKATO PROPOSALS.

Mr. J. S. Cotterell said that this was only a preliminary discussion, with no motion before the Conference. He spoke, not as a member of the Executive, but as a member of the

Waikato Beekeepers' Association. The constitution, as framed and passed at the previous Conference, had now had twelve months' trial, and, according to the experience of the Waikato Association, it required amendment. Proposed amendments had also been drawn up by the Waikato Association. He (Mr. Cotterell) strongly approved the Waikato proposal that every member of the National should be a member of a District Branch. Any existing Beekeepers' Association could become a branch of the National, and the general idea was that every branch should be kept thoroughly in touch with what was going on at the National headquarters.

A MAGNIFICENT RETURN.

Mr. S. Hutchinson ridiculed the suggestion that good value had not been obtained for the funds allocated to the National Association. The position was, he said, that the beekeepers of New Zealand had spent £80, and had got the magnificent return of 10 per cent. on £50,000. That was a good investment—they would never get a better one. Mr. Hutchinson also emphasised the necessity of getting small producers of honey into some sort of organisation. At present these men were made use of by merchants who wanted to "bear" the honey market. There was another thing he had always been out to fight—that was localising. No district in New Zealand could give a guarantee that next year it could produce the same amount or quality of honey that it had produced this year. This made it very important that all the honey exported from New Zealand should be sent out through one agency. A constant supply in standard qualities would thus be secured, one province furnishing supplies when another failed, and this would make for a steady market. Already united action on the part of beekeepers had brought about a 10 per cent. increase in the export output, and producers would get 2½ to 5 per cent. better terms than if they worked alone. Some years ago people engaged in the butter industry had made £60,000 by one move in reduction of freights. Individually they could not have done it.

HOURS OF MEETING.

It was agreed that the hours of sitting should be:—10 a.m. to 12.30 p.m.; 2 p.m. to 5 p.m.; 7 p.m. to 9 p.m. (or other convenient hour).

APOLOGIES FOR ABSENCE.

The Hon. W. F. Massey wired an apology, and expressed his keen interest in the work of the Association. Apologies were also received from thirty beekeepers in various parts of the Dominion.

Before the Conference rose Mr. T. W. Kirk said that Mr. Cooper and other beekeepers whom he had met at the Palmerston Show had asked him to suggest that the next Conference should meet at Palmerston during Show Week.

THE ADVANTAGES OF CO-OPERATION.

Mr. H. W. Gilling (Taranaki) read the following paper on "Co-operation":—

CO-OPERATION.

The acknowledged success of co-operative concerns in various parts of the world has caused both consumers and producers alike to look upon co-operation as the panacea for many of their woes. It is unnecessary for me to name particular concerns, and give figures to convince you that co-operation on the part of the consumers has resulted in a benefit to them. Neither is it necessary for me to prove that co-operation on the part of the producers has resulted in a benefit to them. We have around us abundant evidence of this in the successful co-operation of the dairy farmers. It is argued that it does not necessarily follow that because the dairy farmers can co-operate to advantage that the beekeeper can. We are deaf to the gloomy utterances of the pessimist, and we return again and again and try to get a clearer vision of co-operation amongst the beekeepers. Beekeepers everywhere, with but few exceptions, long for co-operation. We take up the report of the annual meeting of the National Beekeepers' Association, U.S.A., and we find on almost every page some expression of a desire for co-operation. Two co-operative Beekeepers' Associations have been in active operation in U.S.A. for some years with satisfactory results, and one at least—the Colorado Honey Producers' Association—is gradually but surely extending its operations. A more or less successful co-operative concern has been in existence in South Australia for about five years. Although the reports of this concern do not point to unqualified success, the lot of the beekeeper there has been greatly improved through this institution.

Beekeepers in New Zealand have through their existing Association been able to combine to advantage in the purchase of some of their requisites. But it is not possible for our Associations as at present constituted to transact the kind or volume of business we desire. Strictly speaking, it is not a fair thing for an unregistered association to incur liability, as in the eyes of the law it does not exist, and therefore has no remedy in our courts. Your instruction to the ingoing Executive last Conference to evolve some co-operative scheme is evidence that you are not satisfied with existing conditions. In accordance with your instructions, your Executive sought information from the Colorado Honey Producers' Association, the Western Honey Producers' Association, and the South Australian Beekeepers' Association, but the information gleaned was of no value to us in seeking to evolve a comprehensive co-operative scheme for New Zealand.

It has occurred, however, to a few of the beekeepers in Taranaki (the hot-bed of co-operation amongst dairymen) that there is no need to go so far afield for ideas regarding co-operation. Would it not do to simply follow the dairy farmer as far as his methods are applicable to our business? With that

idea, a few of the beekeepers there decided to attempt the formation of a Co-operative Honey Producers' Association. The Memorandum and Articles of Association of one of the most successful dairy companies was selected as a basis to work upon, and as far as possible that was adhered to, with the exception of the necessary alteration to make it applicable to the beekeeping industry. A number of beekeepers were canvassed, and soon a sufficient number of shares had been subscribed to enable the Association to be registered and to make application for the certificate entitling the company to do business. On the receipt of this certificate the policy for the season's operations were decided upon, and supplies of tins aud cases arranged for. In the absence of a bottling depot, arrangements were made with individual beekeepers to do the necessary bottling and tinning for the company. So far this concern has proved an unqualified success.

It is truly remarkable that we failed previously to notice the many lessons we might learn from the dairy farmer. What a vast difference co-operation and the establishment of the factory system has made for him. He no longer sets his milk in shallow pans and skims it with a skim dish, and weekly or oftener laboriously churn his cream into butter, journeying to town with the product to sell to his grocer at the best price he can bargain for. The coming of co-operation amongst bee farmers will too eventually work vast changes. He will no longer be at the mercy of the merchant and grocer. Under the present system all too often he is compelled because of financial difficulties to accept their price. Like the dairy farmer, he will deliver his honey and receive his cheque the following month, and will not be kept awake at night with anxiety lest he does not sell his honey. He will no longer feel in any sense a traitor to his brother bee-keeper, for he will no longer be compelled to cut prices to effect a sale, but they will both work together for the common good. Bottling depots will sooner or later be established. Our first thought is that this city will, of course, be the place for these, but I am not quite sure that such will be the case. We will need to go very carefully into all the pros and cons before jumping to that conclusion. At present I am disposed to think that on investigation it will prove best to follow the dairy farmers here, too, and put our bottling depots in the centre of the supply, which may be some distance from the city. Honey would be delivered to the depot in liquid form, the honey weighed in, and the supplier take back his empty cans. These will need to be strong, with large open mouth similar to a milk-can. On being received, the honey will be treated to hasten granulation, first exposing it to a heated atmosphere to raise the temperature with a view to clarifying. It will then be run into shallow tanks, and some partially granulated honey stirred in to act as a starter. Some means will be evolved for treating the honey to improve the grain. Stirring we know accomplishes this, but necessity, the mother of invention, will eventually lead to the discovery of better methods. I am satisfied that our honey can be improved by good manipulation. The establishment of bottling depots and the possession of capital

will provide the ways and means for experiments in this direction. In a few years' time the isolated beekeeper will find it as hard to compete with the co-operative company's honey as the isolated butter-maker finds it hard to compete with the factory product.

In conclusion, I venture to say that the whole outlook for the bee farmer will be much brighter. Taranaki beekeepers are now enjoying a foretaste of this. I think I can safely say that all associated with the co-operative concern there are satisfied with their prospects, and feel that, when the beekeepers of New Zealand as a whole realise the advantages of co-operation and join issue with them in the establishment of a co-operative concern embracing the whole of the Dominion, that the dawn of a better day will have come.

Mr. Jacobsen said that Canterbury had taken some steps towards establishing a co-operative scheme, but Taranaki had left them in the lurch. Canterbury would most likely fall in with what Taranaki had done, and endeavour to form one co-operative association for the Dominion. If they could get sufficient support and unity, that would be the solution of their difficulties. They would be able to demand a proper living and a good price for their honey. He moved a vote of thanks to Mr. Gilling for his able paper.

The motion was carried by acclamation.

Mr. F. C. Baines said that he was secretary of the company formed in Taranaki. He mentioned that he had recently quoted an Invercargill merchant 4d. per lb. f.o.b. for honey. The merchant said that he could get honey in Christchurch for 3½d. He (Mr. Baines) could imagine no stronger argument for co-operation than this sort of thing. Under co-operation also tins and other supplies could be obtained to better advantage. If merchants knew that the price for honey was 4d., and that they could not get it for less anywhere else, every beekeeper would benefit.

Mr. Ireland said that the advantages of co-operation were undeniable—every industry that wanted to keep abreast of the times had to adopt it. One great object of the Association should be to increase the consumption of honey. At present many families did not use it at all. He had not sold any honey in Christchurch that year for 3½d., but had secured 4d. and 4½d. If he could secure these prices, why should others take any less? There was no doubt that small prices were due to people who sold small lots, and a scheme would have to be evolved under which all beekeepers would be induced to sell through a depot. Canterbury intended to have a conference with Taranaki in regard to co-operation straight away, and he hoped that a Dominion co-operative scheme would be floated.

Mr. Moreland said that attempts to beat down prices were not unknown in Marlborough, and gave instances, but added that a sort of local co-operation prevailed, under which one pound was recognised as a standard price for a 56-lb. tin of honey.

Mr. E. G. Ward said he believed there would be no obstacle to Canterbury joining in with what had been started by the Taranaki Association. Taranaki had furnished the nucleus of a good scheme. His experience was that merchants had a fixed price, which they would not go beyond, and the smaller shops were doing something very similar. He was satisfied that the time was now ripe for the adoption of co-operation.

Mr. Isaac Hopkins emphasised the importance of maintaining steady supplies of honey, and also of maintaining standards of quality. People in New Zealand did not consume anything like enough honey. The export trade and the local trade must go on hand in hand. The price here would tend to rise in accordance with the price obtained at Home. Of course, beekeepers must undertake to place on the market, both here and at Home, an article ripened and matured properly. He cautioned beekeepers against using tanks that were too deep.

At Mr. Gilling's request, Mr. Hopkins gave his experience of a co-operative association started years ago in Auckland. Mr. Hopkins said that the concern was floated in the eighties (he thought in 1887). He was secretary. The grocers at once started to "get at" the outside beekeepers, and offered them a better price than they had been getting on condition that they did not join the Association. In course of time the grocers were able to sell honey at less than the depot price. The Co-operative Society then employed hawkers to go round from door to door. On this plan the Association did very well for a time, but in the end the grocers got hold of this trade, too, and knocked the Association into a cocked hat. Now they had a better lot of beekeepers throughout New Zealand. At that time they had all the riff-raff in the country.—(Laughter.) He believed that co-operation might very well be successfully established now. Mr. Hopkins' concluding remark was: "If you are satisfied with the National, go for that all you know; if you are satisfied with something else, go for that; but don't, for heaven's sake, split up."—(Applause.)

Mr. Jas. Allan said he suspected that there might be some difficulty in establishing co-operation in the same way as had been done in the dairy industry, but it should have an excellent effect in tending to make the price firm and in standardising the packages. Co-operation would probably help in getting honey put up in a way acceptable to the consumer, and if it introduced a proper regulation of price it would certainly do a great deal for beekeeping so far as the local market was concerned. He had been offered prime Canterbury honey in tins at 3¾d. per lb. If honey were more attractively packed the demand would largely increase.

Mr. W. E. Barker said that he was not sure that it was advisable that all the honey should be put through one firm. Why should it not be divided between two firms if their terms were equally satisfactory to the National? He thought some of the honey might be entrusted to the Bristol and Dominions Producers' Association.

Mr. Jacobsen said that to employ more than one distributing agent would result in unnecessary competition on the English market. Under that plan one parcel of New Zealand honey would sell against another, and the price would fall.

Mr. F. C. Baines said that the agents handling New Zealand honey this year had depots in all the principal centres at Home. Formerly merchants did not know where to look for New Zealand honey, but now they knew that by going to a particular firm they could always get it.

Mr. Gilling said that the Farmers' Co-operative Organisation Society was a purely co-operative concern, whereas the Bristol and Dominions Producers' Association was a proprietary concern. In the meantime they were supporting a business in which members of the National would eventually take up shares.

Mr. Bray contended that to send Home small parcels on consignment tended to steady and harden the market there, besides paying those who sold in this way.

Mr. G. Ward (Porirua) strongly dissented from this view.

Mr. Ireland said that agents in London sold all that they had bought outright in the first instance and afterwards the honey sent Home on consignment.

Mr. Clayton said he did not think they could hope to set up a honey depot of their own. In other countries associations existed to sell all sorts of produce, but in this country producers were a long way from central points. Co-operation on less ambitious lines might, however, be very useful.

Mr. Hutchinson said their aim should be to sell export honey through a co-operative agent, who would sell in their interest. In the same way their aim should be to sell in New Zealand through a co-operative concern. If they got that he was certain that they could put the price of honey up, and they could advertise that honey would be obtainable at a certain wholesale price in all the cities. Buyers would have to give this price or the honey would be exported. He thought there was a good deal in Mr. Gilling's idea of bottling the honey at a central depot. At the depot they could get cheap boy and girl labour. It was really the dairy system over again.

Mr. Gilling said that a good deal had been said which showed that there was not a clear understanding as to what could be done by a co-operative concern. Mr. Clayton thought that it was not practicable because there would not be enough business to make it pay. The concern which had been established in Taranaki engaged in various commercial undertakings, including the sale of engines and other plant. Bees also had been bought and supplied. These dealings had proved remunerative. Possibly they would be able to get supplies at reduced rates if they placed orders for large quantities.

Mr. Allan: Can you give any idea of the capital required for a company of that description?

Mr. Gilling said that he could not. In Taranaki they had started on somewhat unique lines—they started the company without any paid-up capital at all until the honey came in;

then they got it from the honey. He had been asked, "Why take up shares in a concern such as this instead of taking up shares in the Farmers' Co-operative Organisation Society?" One reason was that shares in that concern were of £10 each, and it was thought that this might discourage the small beekeeper. It was also thought that beekeepers would not provide enough capital to run the business on satisfactory lines if it were run as a department of the Farmers' Co-operative.

Mr. Baines said that a co-operative concern would be able to take the place of the merchants, and advance a fair amount on the crop.

Mr. Cotterell complimented Mr. Gilling on his paper and the Taranaki Association in taking the lead.

Mr. Moreland said that he had been asked by Mr. R. McCallum (M.P.) to wish the Conference every success, and to state that he would be glad to give his support to any proposal calculated to assist the beekeeping industry.

DEVELOPING THE LOCAL MARKET.

Mr. Jas. Allan addressed the Conference on "The Development of the Local Market." He said that after the last Conference Mr. Cotterell and himself consulted Mr. Kirk about grading. Mr. Kirk said that he was willing to do anything he could for them, and he (Mr. Allan) drew up a scheme which made it as easy as it could be made for the Department. Still, it was far too much for the Department to undertake. Consequently that scheme had been held over in the meantime. The idea was by some means or other to standardise the honey for the local market.

A HORRIBLE EXAMPLE.

An example of what was possible at present, Mr. Allan remarked, was supplied in a tin of honey which Mr. Brickell had bought in Dunedin.

The tin was placed on the table. The honey was dirty, evil-looking and sour, and elicited from those present expressions of disgust.

Mr. Brickell said that there were six hundred similar tins on the Dunedin market. It was Canterbury honey.

Mr. Kirk said that there was a very simple way of dealing with honey of that kind. The Health Department officer should have been rung up. He presumed there would have been a job for the destructor.

LOCAL GRADING.

At the request of delegates, Mr. Kirk made a statement on the subject of local grading. He had no hesitation in saying that in the present condition of the industry it was quite impossible for the Government to undertake the grading of honey for the local market. Even if it were possible, it was a matter of policy, and of course the Minister would have to be consulted. "Mr. Brickell winks at me," added Mr. Kirk. "He means that I have done grading that I had no authority to do."

Mr. Brickell: "No, I don't, sir!"

Mr. Kirk said that he had sometimes gone a little beyond his routine instructions in matters of grading. Giving his personal opinion—not an official one—he would say that if co-operation were adopted and a central depot were in operation, then local grading might be feasible. Local grading would necessitate a staff of about twenty. Personally, said Mr. Kirk, he pinned his faith for the honey industry, as he did for the fruit industry, upon the export trade.

Mr. Allan said that what Mr. Kirk had said was the strongest possible argument for Mr. Gilling's position. Without co-operation they could not have depots.

Mr. Brickell said that earlier in the year Mr. Jas. Allan had prepared a scheme for local grading for the consideration of the Executive, but it had been found impracticable at the present time. What interested beekeepers more was the development of the local market. Something had been accomplished by means of show competitions, and the price had risen this year because there had been a larger demand for honey as the result of the report of Conference and the general honey news which had appeared in the press of the Dominion. He emphasised the advantages of showing in the shop windows, and remarked that at present there were attractive displays of nearly everything except honey.

SHOP DISPLAYS AND SHOW EXHIBITS.

Mr. Kirk agreed that shop-window displays had an enormous influence on the public. He suggested that the National Beekeepers' Association should arrange a national exhibit at the two principal Winter Shows. The exhibit, he suggested, should be on trade lines. Sent to Palmerston and Dunedin, it would be a first-class advertisement and a cheap one.

Mr. Isaac Hopkins said that it was a disgrace to the Associations that they had not better displays at the Winter Shows.

Mr. Gilling also emphasised the value of advertising, and suggested that standardisation of honey might do instead of local grading.

Mr Moreland said that he had done some useful advertising by writing paragraphs for the local paper.

Mr. Ireland agreed with Mr. Hopkins as to the advertising value of shows, and mentioned with regret that the Canterbury A. and P. Show had been a complete failure so far as honey was concerned.

Mr. Clayton said that some of the Agricultural and Pastoral Societies offered little inducement to exhibitors in the honey class. The only Association he knew of that had made a special class for honey was Ashburton. There had been a regrettably poor display at the Christchurch Winter Show last year though good prizes were offered.

Mr. Hutchinson said that he was a member of the Waikato Winter Show Association. It had always been pleased to receive exhibits of honey, and made a special class for honey. He was sorry to say that there had been a very poor response from beekeepers.

The Conference adjourned at 5 p.m.

(To be continued in next issue).

Correspondence.

(TO THE EDITOR.)

Sir,—Hearty congratulations to the National for its enterprise in establishing a monthly Bee Journal for New Zealand. I feel sure that it will be an inestimable boon to the beekeepers of the Dominion. True we have several good American, British and Australian journals, but not one of them deals with our conditions, and most of them are run more or less by big manufacturing companies, who have their own axe to grind. There are at least about 1,200 beekeepers in New Zealand worthy of the name (there are thousands of others), and if each of these becomes a subscriber success is assured. It therefore behoves every member of our Bee Associations to be up and doing, canvass for subscribers, and keep the new barque not only afloat but forging ahead under a full press of canvas.—

I am, etc.,

ROBT. GIBB,

Pres. Southland Beekeepers' Association.

(TO THE EDITOR.)

Sir,—As a prospective beekeeper I was invited to attend the recent Conference in Wellington, and much enjoyed it. I was especially interested in the remarks re the English markets, and as I kept bees in England and was interested in those markets, I feel, if I may presume to do so, that I should like to write you giving some of my impressions.

In the first place, I should like to say that I feel sure any attempt to put New Zealand honey on the English market in small 1-lb. to 5-lb. tins for the retail trade would be a very great mistake, for the following reasons. Things in England and New Zealand are very different. We must bear in mind the population is large in England, and the people are, roughly speaking, divided into four classes:—(1) Wealthy people, including retired ship-owners, heads of large industrial concerns, etc., and the landed gentry (these people are out of harness, so to speak); (2) Professional men, doctors, solicitors, etc.; (3) Clerks, shop assistants, etc.; (4) The labourers. Now, contrary to the rule in New Zealand, these classes buy the necessaries of life from almost entirely separate sets of shops. You may say that classes (1), (2), and a certain proportion of (3) deal with shops where members of (4) are very rarely seen, and (4) deal with shops where members of (1) and (2) are never seen.

I should say that in the first three classes lies the best market for honey, and these people have a strong prejudice to anything in tins. Bottles are much cheaper in England than here, and in the better class shops you will find very little tinned food, except sardines. Bottled pint is common. This preference to glass over tins is due to several causes. The

difference in price is not so great as in New Zealand. Some very disgusting reports have been circulated at times re certain American tinned meats. One often reads of cases of poisoning from tinned goods, and people like to see what they are buying. Whether these facts would apply to honey in tins or not, the fact remains that anything in a tin is in some degree considered cheap and undesirable food for the tables of any but the poor.

Now, to go to the reasons why honey is not more in demand. In my opinion this is due partly and greatly to honey in England being such an uncertain quantity. The climate is very uncertain, and there are hardly any commercial beekeepers. The majority of beekeepers keep less than 12 hives, keep what honey they want, and send the rest to their grocers. The uncertainty of the climate and prevalence of honey-dew (which some seasons spoils a good crop) make commercial beekeeping a somewhat precarious undertaking. You will then see how difficult it is for people to buy a reliable standard honey in England, and I think it is not to be wondered at that more is not used.

I think New Zealand honey would supply a reliable standard and be in demand if once it became known. The question then arises how to create this demand. Undoubtedly advertising is necessary; but I would like to suggest to you an idea I have had for some time.

English people travelling in Switzerland always get honey in the hotels, and they generally eat it twice a day in preference to any jams, and nearly always smack their lips over it when they get home again and talk about it. Every traveller in Switzerland knows what Swiss honey is, and I think would eat it at Home if he could get it. Now, New Zealand honey is just as good. I would suggest, therefore, that the Association get in touch with the leading hotel managers and proprietors in different centres, especially those where people spend their money and their holidays (they are then more impressionable, and if they find something good like to order some to be sent home for them), such as Brighton, Torquay, London, Llandudno, Blackpool, Oban, Scarborough, Yarmouth, Harrogate, etc., etc., send them samples of honey, and ask them to put it on their tables, also to keep displayed in the dining room a small and attractive exhibit of New Zealand honey in glass jars of various sizes, with a card of prices, and notice that customers can secure regular and reliable supplies of this honey to be ordered in the hotel. Should the demand be created, we could have a depot in London, where our honey could be sent in bulk and carefully melted and packed in the required way to be distributed to fill the various orders. A Government guarantee of purity should be prominently displayed with each exhibit, as a good deal of misgiving exists as to the adulteration of extracted honey. Some people buy comb honey and melt it in the oven with a view to obtaining pure honey, and I think as we cannot ship comb honey a statement to the effect that this process will not secure pure honey should be exhibited with the Government guarantee, as, of course, cheap sugar and

water fed to the bees would secure fine-looking sections in a poor season (when comb honey sometimes goes to 1/6 per lb.). Of course, when a customer once got introduced to our honey, he would probably like to take it in the tin and save expense, but I feel sure to try and introduce it in tins in England would be fatal to success.—I am, etc.

Blenheim. J. H. TODD.

(TO THE EDITOR.)

Sir,—I think the Department made a mistake in "burking" the free discussion of their action in turning down honey for export on account of so-called "scum." As a rule, Mr. Kirk shows a great deal of the wisdom of the serpent in dealing with "frail humanity," and he should have known better than to have allowed to be attached to honey so offensive a term. As Mr. Brickell pointed out, it is not scum; I myself should prefer the term "efflorescence," and believe it is occasioned by a sudden change in temperature and atmospheric pressure acting upon the exposed surface of the honey in the tanks, and so causing unequal crystallisation. If this is so, the remedy is, as Mr. Bowman suggests, one of "paddling" the honey so as to thoroughly incorporate the efflorescence in the whole body. But if I am wrong and it is "scum," here we have the strange anomaly of the Department recommending us to de-grade our honey by incorporating in it foreign matter, a surely immoral action. This, I believe, will be the first letter to our new journal (unless Mr. Bray is in before me), when I fear the verdict will be "rejected for want of space," so I take the opportunity of wishing you, Mr. Editor, every success.—I am, etc., W. E. BARKER.

The Bulletin Board.

MARKET REPORTS FROM FAR AND NEAR.

It is our intention to make this Bulletin Board a monthly report on the markets of the Dominion, the packages in demand in each town, the quantity available or required to supply demands. We intend to publish also reports of shipments sent to London and elsewhere, copies of the High Commissioner's report, and other interesting and useful information for the guidance of subscribers in the disposal of their crops.—**Correspondents wanted in every town and district in the Dominion. Will you act?**

Auckland.—Honey in good demand, prices firm, at 3¾d. to 4d. Beeswax scarce and prices firm at 1/5 to 1/6 per lb.

Wellington.—Market fairly well supplied, consumption in this centre being rather small, prices nominally 4d. per lb.

Christchurch.—Honey plentiful, prices nominally 3¾d., demand steadily increasing. Beeswax scarce and in demand at 1/3½.

Dunedin—Market inclined to be short and enquiries for small parcels. Prices 3¾d. to 4¼d. for good samples. Beeswax scarce and in fair demand at 1/4.

The Beekeepers' Exchange.

FOR SALE. | WANTED. | TO EXCHANGE.

ADVERTISEMENTS on this Page will be inserted at the rate of 2/- per 36 words per insertion.

When you have honey or wax to sell, want an apprentice, partner, or bees, advertise under this heading.

HONEY.

Nothing in the whole wide range of the foods of man is more delicious than honey. Poets have sung of it from earliest times down till now, and the highest eulogy that could be paid to the Promised Land was that it was to be a land "flowing with milk and honey." Mankind of the present day uses the milk and leaves the honey. Dr. Newman says:—"Honey is not a luxury: it is food in one of its most concentrated forms. It gives warmth to the system, arouses nervous energy, and gives vigour to all the vital functions. To the labourer it gives strength, to the business man mental force. . . . It is Nature's offering to man, ready for use, distilled drop by drop in myriads of flowers by a more delicate process than any human laboratory ever produced."

If we can make these facts widely known, it will be for the good health of the nation and the profit of ourselves. The problem before us is, "How can we bring about this desirable state of things—namely, increased consumption?" Before setting out to answer the question, we must first find out why honey does not take pride of place on the tables of the people. The answer to the first question will show us where to look for the answer of this query.

One of the principal objections to honey is its messiness when liquid and its hardness when granulated. The ideal condition for table use is just that point when it ceases to be liquid and has not granulated hard. Experiments are now being conducted, and we hope shortly to be able to announce that honey could be treated in such a way as to retain its delightful aroma and delicious flavour, and yet be put upon the market with a soft smooth grain, and with the consistency of condensed milk. We are of opinion that if this is possible it will be easy to increase the consumption to ten times the present demand.

Someone has said that other people's experience is apt to be our own if we follow the same line of action. In the succeeding issues we will outline other experiences with food products, and try and show how we can follow the same line of action and obtain the same good results.

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